

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 05602 190249Z

ACTION EB-08

INFO OCT-01 EA-09 ISO-00 COME-00 /018 W

-----190530Z 001260 /20

R 190202Z APR 77

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 7045

UNCLAS TOKYO 5602

FOR EB/OCA

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: BUSINESS CONSULTATION PROGRAM

REF: STATE 72418

1. EMBASSY STRONGLY RECOMMENDS FSO-4 MARILYN MEYERS AS NOMINEE FOR BUSINESS CONSULTATION PROGRAM. IN COMBINED ECON/COMMERCIAL SECTION DIVIDED ALONG COMMODITY LINES, MS. MEYERS HANDLES TRANSPORT SECTOR. IN THIS CAPACITY, SHE PROMOTES THE SALE OF U.S. EQUIPMENT, PARTICULARLY AUTOMOBILES, AUTO PARTS, AND AIRCRAFT, AND ALSO ASSISTS THE U.S. AIR CARRIERS IN MAINTAINING THEIR SHARE OF THE \$700 MILLION TRANS-PACIFIC MARKET.

2. ONE OF THE E/C SECTION'S MAJOR EFFORTS IS DIRECTED TOWARD INCREASING THE SALES OF U.S. AUTOS BY ENCOURAGING THE GOJ TO SIMPLIFY ITS CUMBERSOME SAFETY AND AUTO EMISSION CERTIFICATION PROCEDURES. MS. MEYERS HAS CONSISTENTLY WORKED CLOSELY WITH U.S. INDUSTRY REPS BASED IN TOKYO TOWARD THIS GOAL. SHE HAS ALSO SOUGHT TO IDENTIFY SPECIFIC SECTORS OF THE JAPANESE AUTO INDUSTRY TO WHICH U.S. PARTS MANUFACTURERS MIGHT BECOME OEM SUPPLIERS. OUR COMMERCIAL AIRCRAFT SALES TO JAPAN, WHICH HAVE CONTRIBUTED SUBSTANTIALLY

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 05602 190249Z

TO U.S. EXPORT EARNINGS, ARE NOW FACED WITH STRONG EUROPEAN COMPETITION. IT IS VITAL THAT THE EMBASSY OFFICER BACKSTOPPING THESE SALES HAVE FULL APPRECIATION OF THE CAPABILITIES AND COMPETITIVENESS OF U.S.-MADE AIRCRAFT.

3. WE BELIEVE THAT DISCUSSIONS WITH U.S. AUTOMOBILE,

AUTO PART AND AIRCRAFT MANUFACTURERS, AND WITH HEADQUARTERS OF U.S. AIRLINES SERVING JAPAN, WOULD ENHANCE HER KNOWLEDGE OF THE BASIC INDUSTRY, ADDING A DEEPER DIMENSION TO THE TALENTS AND ABILITY SHE BRINGS TO HER JOB.

4. SINCE MS. MEYERS WILL BE PARTICIPATING IN THE THIRD ROUND OF US/JAPAN CIVIL NEGOTIATIONS TO BE HELD IN TOKYO DURING THE FIRST HALF OF MAY AND OWING TO THE SUMMER TURNOVER OF E/C PERSONNEL, EMBASSY SUGGESTS THAT A 10-DAY CONSULTATION PROGRAM, PER THE FOLLOWING ITINERARY, BE ARRANGED:

MAY 20: SEATTLE (RESTON) BOEING CO.

MAY 23: MINNEAPOLIS-ST. PAUL - NORTHWEST ORIENT AIRLINES.

MAY 24-25: DETROIT - FORD, GM, ETC.

MAY 26-27: NEW YORK: PAN AMERICAN, GENERAL MOTOR OVERSEAS CORP., ETC.

MAY 30: HOLIDAY

MAY 31-JUNE 1: WASHINGTON DC - CONSULTATIONS

JUNE 2: ST. LOUIS - MCDONNELL-DOUGLAS

JUNE 3: LOS ANGELES: LOCKHEED AIRCRAFT, ETC.

JUNE 4: DEPART FOR TOKYO.

5. REQUEST DEPARTMENT'S REPLY SOONEST.
SHOESMITH

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 19-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TOKYO05602
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770135-0129
Format: TEL
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770440/aaaabjao.tel
Line Count: 87
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 36ac2aa2-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 72418
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2758405
Secure: OPEN
Status: NATIVE
Subject: BUSINESS CONSULTATION PROGRAM
TAGS: BEXP, JA
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/36ac2aa2-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009